

Message Text

CONFIDENTIAL

PAGE 01 GUATEM 05429 021654Z

60

ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 COME-00 PM-04 CIAE-00 INR-07

NSAE-00 DODE-00 EUR-12 FAA-00 DOTE-00 TRSE-00 AID-05

IGA-01 OMB-01 SP-02 CAB-02 /048 W

----- 096384

R 021536Z OCT 75

FM AMEMBASSY GUATEMALA

TO SECSTATE WASHDC 8410

INFO USCINCSO

C O N F I D E N T I A L GUATEMALA 5429

EO 11652: GDS

TAGS: MASS, ETRD, ETEL, GT

SUBJ: GUATEMALAN GOVT CANCELS ORDER TO BUY US AIR TRAFFIC
CONTROL RADAR SYSTEM

SUMMARY: EMBASSY HAS BEEN INFORMED BY TEXAS INSTRUMENTS
THAT GOG HAS CANCELLED ORDER RECENTLY PLACED WITH THEM TO
SUPPLY TWO MILLION DOLLAR AIR TRAFFIC CONTROL RADAR SYSTEM
FOR GUATEMALA. ORDER CONSIDERED NOW LIKELY TO GO TO FRENCH.
DECISION TO CANCEL ORDER REPORTEDLY MADE BY PRESIDENT
LAUGERUD AS RESULT HIS ANGER OVER INABILITY TO GET US MIL
EQUIPMENT. END SUMMARY.

1. FOR PAST SEVERAL YRS GUATEMALAN CIVIL AVIATION AUTH-
ORITIES HAVE BEEN CONSIDERING PURCHASE OF AIR TRAFFIC
CONTROL RADAR SYSTEM TO COVER LA AURORA AIRPORT IN GUATEMALA
CITY. COMPETITION INCLUDED FIRMS FROM ISRAEL, JAPAN,
ITALY, FRANCE (THOMPSON CFF) AND THE US (TEXAS INSTRUMENTS)
(TI) AND AIL DIV. OF CUTLER HAMMER). WE UNDERSTOOD
THAT TI WAS BEING FAVORED AND SEVERAL WEEKS AGO HEARD THAT
THEY HAD WON ORDER.

2. ON SEPT 29 EMBASSY DEFENSE ATTACHE (DATT) RECEIVED
CALL FROM A DR DUBOVOY (SP?), MGR. FOR INTERNATIONAL
MARKETING, TI, DALLAS, TEL 214-238-7199, EXT 340,
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 GUATEM 05429 021654Z

WHO INFORMED DATT OF FOLLOWING: TI HAD RECEIVED LTR

DATED 12 AUG FROM GOG MINISTRY OF COMMUNICATIONS INFORMING THEM THAT TI HAD BEEN SELECTED WINNER IN RADAR COMPETITION (WHICH WAS HANDLED INFORMALLY WITHOUT BIDDING), THAT GOG PLANNED TO PURCHASE THEIR AIRPORT SURVEILLANCE RADAR VALUED AT TWO MILLION DOLS., AND THAT THEY SHOULD GIVE INSTRUCTIONS TO THEIR REP IN GUATEMALA TO EFFECT SALE. THEN LATE IN WEEK BEGINNING SEPT 22, TI AGENT IN GUATEMALA, JOSE VILLAVERDE, CALLED DUBOVOY TO SAY THAT PRESIDENT LAUGERUD HAD PERSONALLY REVERSED DECISION AND HAD ORDERED MINISTRY OF COMMUNICATIONS TO CABLE V HALTING NEGOTIATIONS, IN EFFECT CANCELLING ORDER. CABLE HAS SINCE BEEN RECEIVED BY TI.

3. VILLAVERDE TOLD DUBOVOY THAT HE HAD FOUND OUT THAT DECISION WAS RESULT OF PRESIDENT'S ANGER FOLLOWING RECENT MEETING WITH US AMBASSADOR. VILLAVERDE SAID PRESIDENT WAS ANGRY BECAUSE OF PROBLEMS IN GETTING CERTAIN US MILITARY EQUIPMENT. THUS VILLAVERDE ASSUMED FRENCH FIRM THOMPSON CFF, WHICH WAS RUNNER-UP, WOULD GET ORDER. DUBOVOY ASKED DATT WHAT WAS GOING ON AND WHETHER US HAD TURNED GUATEMALA DOWN ON ANY WEAPONS. DATT PROMISED TO LOOK INTO MATTER AND THAT EMBASSY WOULD BE BACK IN TOUCH.

4. LATER SEPT 29 EMBASSY CONTACTED VILLAVERDE, WHO SAID THAT DECISION WAS POLITICAL ONE OF PRESIDENT, WAS REGRETABLE, BUT COULD NOT BE CHANGED. VILLAVERDE SAID HE DID NOT KNOW WHETHER FRENCH HAD NOW BEEN AWARDED CONTRACT.

5. BECAUSE HE HAD HEARD ON SEPT 27 FROM OTHER SOURCE THAT FRENCH WERE GETTING RADAR ORDER, COMMERCIAL ATTACHE (COMAT) HAD ALREADY SET UP APPOINTMENT WITH COL ALVAREZ BELTETON, DIR. OF CIVIL AVIATION,--', MORNING

SEPT 30. AT THAT MEETING ALVAREZ, WHO WAS OTHERWISE FRIENDLY, AND INFORMATIVE, PROFESSED NO KNOWLEDGE OF PRESENT STATUS ORDER AND SAID THAT FINAL DECISION WAS PRESIDENT'S AND HE (ALVAREZ) TOOK ORDERS FROM MIN OF COMMUNICATIONS.

6. COMAT CALLED DUBOVOY SEPT 30, INFORMED HIM OF ABOVE TWO CONTACTS. DUBOVOY SAID THAT VILLAVERDE HAD TOLD HIM HE CONFIDENTIAL

CONFIDENTIAL

PAGE 03 GUATEM 05429 021654Z

HAD HAD MEETING WITH PRESIDENT IN HOPES OF CHANGING DECISION AND THAT EFFORT WAS FRUITLESS. EMBASSY SUGGESTED TO DUBOVOY THAT IT MIGHT BE USEFUL TO HAVE DETAILED WRITTEN EXPLANATION OF WHY TI SYSTEM SUPERIOR TO OTHERS, ESPECIALLY FRENCH, AND DUBOVOY SAID HE WOULD SEND IT TO EMBASSY. FYI: WE ARE TOLD BY TI THAT THEIR SYSTEM IS GENERATION AHEAD OF OTHERS, AND SIMILAR TO FAA SYSTEM BEING INSTALLED ALL OVER US.

7. UPON RECEIPT OF MATERIAL WE WILL CONSIDER MAKING
APPROACH TO MINISTRY OF COMMUNICATIONS, SINCE IT SEEMS
CLEAR THAT GUATEMALA WILL ALSO BE LOSER IF IT BUYS FRENCH,
WITH ATTENDANT PROBLEMS OF COMPATIBILITY AND SERVICING.
MELOY

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EQUIPMENT, SALES, RADAR, AIR TRAFFIC CONTROL, NAVIGATIONAL AIDS
Control Number: n/a
Copy: SINGLE
Draft Date: 02 OCT 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975GUATEM05429
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750342-1052
From: GUATEMALA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751089/aaaadbfbk.tel
Line Count: 121
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 10 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 SEP 2003 by izenbei0>; APPROVED <06 NOV 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GUATEMALAN GOVT CANCELS ORDER TO BUY US AIR TRAFFIC CONTROL RADAR SYSTEM
TAGS: MASS, ETRD, ETEL, GT, TEXAS INSTRUMENTS
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006